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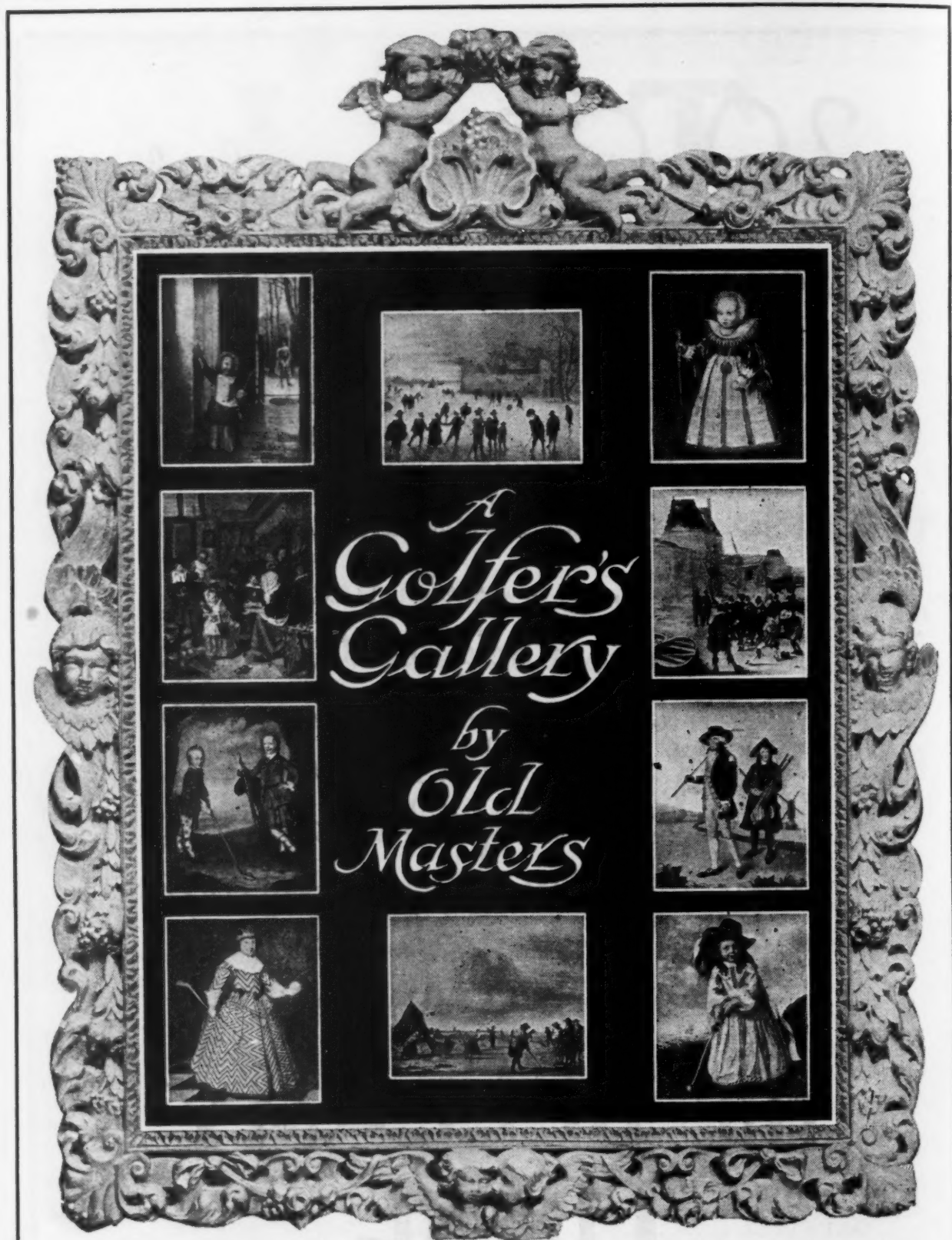
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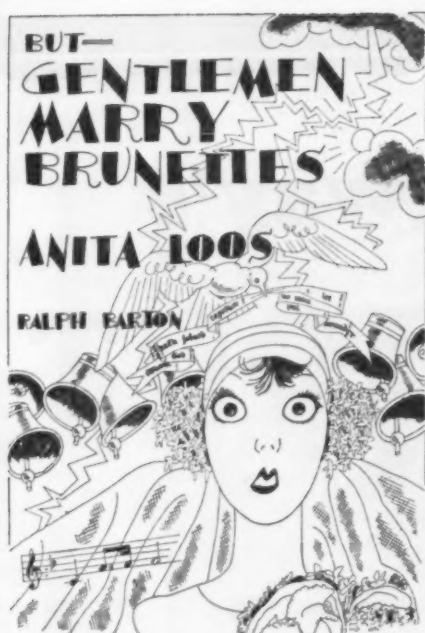
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The PUBLISHERS' WEEKLY

THE AMERICAN BOOKTRADE JOURNAL

NEW YORK, NOVEMBER 26, 1927

Who Sells Books?

Distribution Census Discloses Some New Angles of Competition in Retailing Books, Stationery and Magazines

Holland Hudson



PECIAL enumerators for the U. S. Bureau of the Census found 109 retail outlets for books in Baltimore, including art stores, candy stores, cigar stores, drug stores, dry goods stores, groceries and delicatessens, hardware stores, soft drink parlors, and toy stores as well as establishments primarily devoted to the sale of books, stationery and magazines. They made this show of competition somewhat less alarming by showing that more than half of the books sold to Baltimoreans by local retailers are dispensed by bookstores or magazine stands, 42.5% by department stores, 5.9% by five and ten cent stores, and but .7 of 1% handled thru unorthodox channels.

These figures are gleaned from "Retail and Wholesale Trade of Baltimore, Maryland, Based on a Census of Distribution Conducted by The United States Bureau of the Census," and published by the Domestic Distribution Department of the Chamber of Commerce of the United States. This document embodies the first fruits of a demonstration of the feasibility and usefulness of urban distribution data. Seventeen cities have been surveyed, and references to the advance statistics just available on two of them, Denver and Syracuse, will be included in this article for the purpose of occasional comparison.

Analysis of these reports leaves some regret that a greater segregation of data was not possible on bookselling as distinguished from sales of stationery and magazines. It appears, for instance, from Table XI of the Baltimore report, that but 26 of the 73 establishments included in the Government classification pleaded guilty to the sale of books. With the exception of our quotations from Tables X and XI, then, the conclusions which follow are applicable to the general line of stationery, books and magazines.

Baltimore has 73 establishments within this classification, one store for each 11,069 inhabitants. A substantial proportion of this population is colored. The volume sold of stationery, books and magazines amounts to \$3,683,400, an average of \$52,934 per store. This total is one percent of retail sales in Baltimore, in all lines recorded. It means sales of \$4.78 per capita. The Government's Table X indicates that \$538,600 is received for books and the balance for stationery and magazines. Table XI shows that but 6 of Baltimore's 44 department stores are seriously engaged in bookselling.

Table A has been especially prepared for the *Publishers' Weekly* in order to afford a ready comparison of the business figures gleaned from three cities. Making due allowance for the unreliability of averages, it shows that the average income of Syra-

cuse stores in these three lines is some \$5,000 better than that of Baltimore stores and \$16,000 better than that of Denver stores.

We observe that the average Baltimore store inventory is about twice that of Denver, and that the average Syracuse store carries nearly \$2,000 more stock, most

sales to meet payroll costs. Syracuse manages to lead in average number of employees with the smallest inroad on net sales. Table B, in which Syracuse does not participate, emphasizes some climatic differences between Baltimore and Denver. In both cities the payroll peak falls in the winter holidays. But in Baltimore the

TABLE A
A Three-City Chart

	<i>Baltimore</i>	<i>Denver</i>	<i>Syracuse</i>
Population*	792,296	280,911	182,003†
Total retail stores, all lines....	11,127	3,810	2,327
Total retail sales per capita....	\$456.72	\$540.89	\$570.38
Total net sales at retail.....	\$369,027,300	\$151,942,700	\$103,811,600
Establishments selling books, stationery and magazines			
Number of establishments....	73	32	21
<i>Income</i>			
Total net sales	\$3,683,400	\$1,315,100	\$1,205,800
Per capita sales	\$4.78	\$4.96	\$6.62
Average sales per store.....	\$52,934	\$51,096	\$57,419
<i>Inventory</i>			
Average for the year.....	\$817,300	\$182,100	\$283,000
Do. Per store	11,196	5,690	13,476
% of net sales	22.1%	13.8%	23.4%
At Dec. 31, 1925	\$806,900	\$171,700	\$319,300
Do. Per store	11,053	5,365	15,204
<i>Employees</i>			
Persons on payroll	434	203	168
Proprietors or members of firm	63	28	17
Salaries and wages to employees	\$679,900	\$292,000	\$214,400
Avg. no employees per store ..	5.9	6.3	8.0
Avg. wage or salary	\$1,567	\$1,438	\$1,276
Payroll, % of net sales	18.46%	22.20%	17.78%

* Population based on the estimate of the U. S. Census as of July 1, 1925.

† State Census figures, 1925.

of the year, than the Baltimore store. Syracuse inventories are the highest, and Denver inventories the lowest in proportion to net sales. At New Years the average Baltimore store has in stock about \$150 less, and the average Syracuse store nearly \$2,000 more merchandise than its average inventory.

Baltimore stores worry along with the smallest average of employees per store and pay the highest average wage or salary. Denver dips most deeply into its total net

mild, Maryland spring season keeps the bookstore payroll still above the average for the year, while in Denver it has already shrunk toward its midsummer proportions. In Baltimore, too, the proportion of non-selling employees is larger than in Denver, larger in fact, than that of Baltimore selling employees. Possibly these figures represent additional book-keeping in a city where most readers wish to be billed at the end of the month. More probably they reflect the intricate flotilla of motor-cycles and

TABLE B
EMPLOYEES—By seasons and occupations

	Baltimore	Denver
At April 1	444	198
July 1	424	197
October 1	429	199
December 1	462	220
Yearly average	434	203
<hr/>		
Selling employees	197	140
% of total	45%	68%
Non-selling employees	237	63
% of total	55%	32%

small tin automobiles which is designed to shield Baltimoreans from the shame of carrying bundles, a humiliation to which Western city dwellers are curiously insensitive.

Tables C and D, which reduce to small compass the information in the Government's Tables, X and XI, hold substantial cheer for booksellers. They show that 26 bookstores sold more books than all of their 83 competitors put together, including 6

flourishing department stores. Table A, however, affords the most meat for the bookseller who knows how to use statistical material. He will compare the relation between his own income and inventory, income and payroll, with those disclosed by this survey. He will discover for himself whether the variations which appear mean well or ill for future profits. Quite soon the reports for other cities will supply further basis for comparison.

TABLE C
WHERE BOOKS ARE SOLD IN BALTIMORE
As shown by Table X of the Census Bureau

Kind of Store	Sales	No. of Stores	% of total
Candy & confectionery	\$400	35	*
Cigars & tobacco	4,100	9	*
Department stores	453,600	6	42.5%
Five and ten	63,600	7	5.9%
Groceries & delicatessen	1,200	11	*
Soft drinks and ice cream.....	2,100	4	*
Stationery, books & magazines.....	538,600	26	50.6%
Toys and games	200	1	*
Total	\$1,063,800		

Other stores reported as handling a small but unspecified quantity of books are: 2 drug stores, 4 dry goods stores, 2 hardware, 1 arts and antiques.

* These items comprise, when combined, but .7 of one per cent of the total.

Selling Books in College Towns

II.

The Faculty and the University

W. E. Pearce

IN the first article concerning college bookselling, I placed myself on record as believing that the students are increasingly ready and willing to interest themselves in books. I indicated that the faculty must not only be served by the bookstore but also be led to co-operate and be a part of the enterprise itself. Now I should like to introduce some concrete evidence and some personal comment as to the faculty and the bookstore. Actual happenings are illuminating in this phase of university life.

I have in mind a good friend of mine whose Ph.D. was only an incident in his intellectual development. His curiosity had caused him to purchase a book of commanding merit in a border line field being not exactly science. He found the book very stimulating. He could see the human value of the volume for his students. Yet it could find no place as a text within the university. In an unguarded moment he told one of his classes of the book and suggested it for their personal reading. Then, in hope of finding some definite reactions to the book on the part of the student and to the idea of reading, he announced that he would be at home on a certain evening if any cared to discuss the content of the book with him. The suggestion was carried to other classes. Now, according to the popular theory, students do only required work and as little as possible of that. Many professors hesitate and apologize when a book must be purchased, especially if it costs over \$3.00. To be asked to buy two books is often considered the means of driving students away from a class. Yet, what was the result in this case? The professor, being poor, had a home built to accommodate five people. When some fifty-seven students came around to talk about this book he was in a receptive mood but not in a receptive position. Moreover,

fifty books were sold at the bookstore at \$3.50 each. This illustrates the possibilities.

Now, if I could isolate from this story the factor that made his recommendation take I could soon retire from bookselling. Some other teacher might announce with tears bedewing his face that he had read a book that would bring perpetual happiness, immortal life, and fabulous wealth to every reader yet not a book would be sold or read. This human equation has never been solved by mathematician or bookseller.

This incident has a significance other than the fact that students bought books. What of the value of the bookstore to the faculty? Perhaps this professor gained some intangible value himself in this reading. Modern methods of scholarship have become over-centralized in the library. The larger Ph.D. factories pride themselves on the fact that they can supply every book needed by their graduate students. What are the results? That men feel that it is unnecessary for them to buy books. Now I am in favor of libraries, but the bookstore also has its function. The majority of the teachers in the modern university have lost sight of the bookstore and the private library. In any case the teacher of today is about as unaware of books as the student except in a very limited field. Fortunately there are exceptions, but a careful study of a faculty's reading habits would be at least illuminating to those who regard wide reading as sign of culture. I make my study in a university with a high I Q on reading, but I am not unfamiliar with other institutions.

My definition of an educated man is probably not original but it has stood the test of many discussions. I believe that a man, to be educated, must have a mastery in one field and an understanding in several. Then this understanding must be humanized and applied to life. This

humanizing must be done by the professor as well as by the student. It is my contention that current books are the best cataloging influence. The opinion is abroad that the teacher is so familiar with books that he can recommend what is best in his field for the student's purpose. He can, but often not from the more recent volumes. There is also the idea that the teacher should be a great help to the bookseller in the selection of his stock. If the bookseller functions properly this should not be true. It

is the duty of the bookseller to know what books are published, the position of the author in his field, and the ability of the author to interpret more or less accurately life, science, theory, or new discovery. Right here is where the bookstore is invaluable

to the university and the faculty. I am not questioning the ability of the teacher to do his own selecting. But where is he to do his selecting? From publishers' advertisements full of praise, reviews in which the reviewer parades his own views? I suspect a good bookstore when the books are displayed might be a better place. I face the fact that all teachers are extremely busy people. Demands for time, energy and effort are made on them from all sides. No endeavor is more fatiguing or more time-consuming than the mental effort of the teacher. He *can* make his own selection, but more often he does not immediately. First he tries to read the periodical literature of his field, second the new contributions of books often highly technical in a narrow field. Then he may have some personal hobby on which he likes to read for his own relaxation and pleasure. After that he might concern himself with those books of human interest which his students could read and understand as interpreters of much that they are more formally taught.

My methods with the faculty were simple and direct. I would try to find books which I knew to be sound, readable, and timely. I studied the book interests of each

professor. I would carefully surround the man with these books when he came into the store. I made it financially possible for him to buy some of these books, sometimes I loaned him books to read. Actually a sort of game developed in which the professor won if he found a book of his kind that I, as bookseller, did not know about. The next step is obvious, for teaching is often spontaneous. The student would hear more or less casually about the books being read by the teacher or definite

recommendation would be made. If there is a more effective method of bookselling than the personal recommendation of one book reader to another it has not been disclosed by the Goddess of Bookselling.

It is this direct contact between the actual book and the individual teacher which I believe to be of the greatest value for the bookstore, the professor, and for the university. The usual process would be for the faculty to read reviews and wish to see the book. A few might order but ordering would commit them to buy unseen. Others would be moved to recommend for the library. But the departmental funds are often inadequate and must therefore be spent cautiously or for some older source material. The library would also gain if the man in charge of funds could have an opportunity to inspect the volume before purchase. It would be the case of as many but better books.

The bookstore is then, important, not only as a place to secure first hand book contacts for the faculty but also as a place to help make contacts for the student. There are some practical difficulties to be overcome as I have indicated before. The average professor lives under a considerable economic pressure personally. The matter of book buying is serious with him. To decide to lay out money for books requires a moral struggle and sometimes domestic tension. Then, too, the older teachers remember the time when books were cheaper. When \$2 would buy almost any book. Be-

THIS is the second of a series of articles written by W. E. Pearce, formerly of the University Bookshop of Syracuse University and now a member of the staff of Alfred A. Knopf, Inc. This article discusses the relationship of the administration and the faculty to the bookstore.

sides the administration is alert to keep down expenses in order to appease the parents. I am fully aware of the value of a dollar, but I would like to suggest that money spent judiciously for books is the cheapest part of an education. This dollar value would not be so serious if the teacher did not take it to the classroom with him. He can be as thrifty as he likes. That need not make his students cautious. They are likely to have money, can get it, and will spend it.

Therefore it becomes the delicate business of a book-buying advocate to convert many of the faculty to the idea that book buying by the student is possible; that money spent for books is in direct competition with that spent for automobiles, dances, movies, and ice cream. Not that I object to any of these pleasures, but I should like to suggest that pleasure can be had from books and that often money can be well invested in them.

The bookstore should make itself valuable to the faculty in supplying bibliographical help. Here is something that actually happened. It opened my eyes a little wider and made me feel that my bookstore was of some little importance. The appointment of a new man to the faculty had been widely announced. He was the author of books, the writer of magazine articles, and governmental departments consulted him. A few days after his arrival a meek-mannered individual entered the store and inquired if I could supply him with the latest catalogs of several of the larger publishers. This was an unusual request. It could, of course, be met by handing him the "Trade List Annual." This offer was declined when he saw the tome. A tactful question brought the reply that he had been teaching for a few years in a college that had little money for books. Therefore he had lost touch with the books published in his field. He proposed to accumulate publishers' catalogs, go thru them and pick out the items of interest to him. I asked if he did not think it would be more simple to look in the U. S. Catalog. He did not know of that. I introduced him, and he spent several hours copying out a bibliography for his field. I learned something about professors from this. Since, I have found that many are totally or partially unaware of the existence of and the possibilities for use-

fulness of the Cumulative Catalog. But even to those familiar with it, there is a dexterity in handling that comes from use. The bookstore should provide a service that will aid the faculty in finding not only single titles but complete bibliographies on request.

Here is another interesting case of mutual help between the bookstore and the faculty. A good friend of mine came in to report that faculty action had decreed that a group of one hundred and twenty-five students should have an orientation course. He had been invited to take charge, since his teaching hours would permit. His query was, "What shall I do with them?" Now he was entirely capable of doing a number of things with them. My suggestion (and I was biased) was to give them a general reading course. It was easy to suggest a number of books, timely, interesting and directly useable for these students. I lent him an armful to take home. As a result it was decided to base the reading on six books. The students were to buy two or three, and then they would exchange their purchases. Extra copies were also placed in the library. I ordered 35 of each. The students did not agree that it should be done this way. They proceeded to buy as they pleased. Approximately 75 copies of each book were sold. The course was thoroughly enjoyed by all and is still being run on this basis.

Another way to be of use is to help in supplementing textbooks. Strictly textbooks are not the dominating factor that they once were. Many teachers feel this way, and yet do not feel that they can ask students to buy enough books to make satisfactory use of source materials. For example, Modern Poetry is a course which is hard to teach from a single text yet it is done or attempted. I like to look thru the whole of the poet's work and read where I will. Students of modern poetry should get an insight into the whole work of some of the men, at least. To do this with a large class may seem impossible. It is impossible in some colleges, but it need not be. Here is a way in which larger units of the writings of a poet can be used. The bookstore might form a library for the special class. Each student in the course contributing about what he would pay for an anthology. With this fund a number of books of

each author to be read could be bought. Then there are two possibilities. The fee collected can be lowered and the books retained for continued use or the volumes can be distributed among the class at the end of the course. There is no legal handicap to prevent this method from being applied to any similar course. I have seen it done in Sociology, Modern Novel, Citizenship, Political Science and Greek.

Another recent growth in the activities of bookstores is the most interesting of all. This is small publishing ventures. Miss Fay at the New York State College for Teachers has published an Anthology of Undergraduate Verse. The Vassar Co-operative is sponsoring another. The Book Nook at Lawrence, Kansas, has a collection of Kansan Verse, edited by a member of the faculty. My own store was the proud father of two slender volumes of faculty verse and there are others. This is a real service. The young poet does not seize the world by the ears, and compel all to listen and to buy. A sympathetic, friendly atmosphere is needed for the first reading of this sort of writing. Where better can a hearing be had than on one's own campus? This is a distinct help to teaching, as writing can be encouraged when there is a definite object like publication in view.

Perhaps a more practical help to the teacher is the publishing of embryo books and teaching helps, perhaps mimeographed. This is a business in itself in many colleges. I was able to keep two girls busy the year around just making books that never saw a printing press. Many a set of notes has grown into a book thru this process. It is a logical arrangement, as the manuscript can be revised yearly until it reaches a matured form.

The relationship of the bookstore to the university is less complicated than the bookstore's connection with the students and faculty. To see to it that the students and faculty have available a satisfactory bookstore for practical purposes of service and for its large cultural background is a distinctly university responsibility. The method of cooperation should be simple. Any situation in which the bookstore and the

administration of the University look upon each other with distrust or suspicion is distinctly unhealthy. It does not matter whether the store is university owned, co-operative or a private venture. Each has its advantage, disadvantage and handicap. In any case definite understanding of relationship between the university, the faculty, the students and the store should be outlined. The store should be financially able to give service and be properly housed. If the university cares to subsidize the store by furnishing a favorable location, low rent, and other overhead expenses, well and good. Co-operative methods can give term-end rebates if feasible. The service to be maintained should be: first, an adequate stock of new and second-hand textbooks; second, a carefully selected supply of current trade books to meet the demands of the student and faculty; third, a sufficient assortment of the classics in the attractive cheaper editions, and fourth, above all a capable bookseller who understands the book business. I will write about him in writing about the bookstore.

There is another specific place where co-operation is needed. This is in the purchase of books by the university. If the bookstore is properly managed, the bookbuying of the university should be connected with that of the student and faculty. The matter of library buying is important and vital to the bookstore as assurance of library orders will allow a discerning bookseller to buy aright and to have on display many volumes that he could not otherwise handle. It will, of course, be necessary to extend such discount as will enable the library to buy advantageously from them. This situation must be understood well enough to know that library orders cannot be handled by every bookstore. Books are not bricks. In this matter I see the most hopeful signs of change. More libraries seem to be buying thru their own bookstores this year than ever before. The urge seems to come from the administration rather than from the librarian or the manager of the bookstore. This brings me to the key to the situation, the bookseller himself and his store.

The third of Mr. Pearce's articles will appear in the December tenth issue. It will discuss the character of the university bookshop itself and the bookseller.

THE Publishers' Weekly

The American BOOK TRADE JOURNAL

Founded by F. Leyboldt

EDITORS

R. R. BOWKER F. G. MELCHER
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15 cents a copy

November 26, 1927

I HOLD every man a debtor to his profession, from the which, as men of course do seek to receive countenance and profit, so ought they of duty to endeavor themselves, by way of amends, to be a help and ornament thereunto.

—BACON.

Lives of Great Men

IT seems probable that this period of American publishing will come to be remembered as the era of biographies just as thirty years ago there was the great period of historical novels, and the period of new poets ten years ago. The amount of interest that has been created has been amazing and the number of creditable new biographies that have been produced has rendered old book lists rapidly out-of-date. Many figures of history whose stories could formerly be enjoyed only after some research are now familiar names on popular title-pages and at the same time the most well-known of historical figures are given new interpretations.

There will be few book lovers who have not put some biography on their list of desiderata for this year's Christmas presents; there are no tastes that cannot be pleased by some of the new octavos. How varied is the fare? Genghis Khan or Shelley; George Sand or Woodrow Wilson; Gen. Burgoyne or Commodore Vanderbilt; Andrew Jackson or Thomas Masaryk; Heine or James Stillman; Henry Ward Beecher or Charles Darwin; James Bowditch or Joseph Conrad. What strange contrasts! What tempting fields!

Installment Selling

AFTER much discussion back and forth in the public press as to the effect of the great increase in installment selling, a careful report has been made by Professor Seligman of Columbia based on a fifteen months' investigation with a staff of research assistants. His conclusions support the optimists. Far from inducing extravagance, the report says, the system has tended to stabilize output, reduce production costs and raise standards of living. "There are fallacies," says Professor Seligman, "in the lines that have been drawn between different types of purchases. Praise has been given to the railroad which buys its rolling stock on preferred payment and to the man who buys a house on that plan, but blame is given to the man who buys furniture or an automobile on the same system. In many instances the new system of consumers' credit has been abused, but the same objection applies to producers' credit, which in its early development encountered the same criticism which has been directed at installment selling."

In the bookselling field installment payments are an old episode, and, therefore, the whole discussion has been rather academic. Subscription selling by American publishers began in a large way fifty years ago and has been applied to all types of books from books in parts in the days of "Picturesque America" or Duruy's "History of Rome" down thru the period of standard sets, to the wide development of its use in law, medical, and reference sets. The retail bookseller has had less use for this system than the publisher because his units of sale have not been large enough to make such a provision important, but, if larger units of sale could be induced, an adoption of the plan might well be of increasing value.

Magazine Publicity

BEYOND all comparison, this is a great year for book material in the magazines, and the November journals have given much space to home reading and book selection. Notable among the many good things is the appearance in

the *Ladies' Home Journal* of an article on "The Books of My Boyhood" by A. Edward Newton. Newton's pen has been such a happy stimulant to the field of rare book collecting that to have him turn to the field of children's books has set people to thinking about the delights of old volumes in this field and of the very permanent influence which books have when they are the personal possessions of boys and girls. Mr. Newton's first book was "Jessica's First Prayer," which many of his generation will remember, and his description of "Sandford and Merton" is delightful and does much to explain the character of a book that has become only a name to most of those who now read or handle books.

A Book-Served City

IF the Mayor of Chicago be really perturbed about the printed matter that is distributed to his municipality one can well understand his anxiety about the public library of the city, as few institutions of its kind so completely blanket their territory with active and competent library service.

Chicago's 3,000,000 people are taking out 11,611,107 books a year, or over 38,000 a day, to say nothing of a reference service which in the main building alone serves over 1,100,000 in the year.

Its number of volumes has grown steadily. It had 6,852 in 1873; 258,498 in 1900, passed the million mark in 1919; and nearly reached the million and a half mark in 1926, with annual purchases of 177,000 volumes a year, and a total budget of \$1,647,000.

The great home circulation has been possible by an intensive development of branch and agency systems, and there are now 43 branches and sub-branches, 18 branches in schools, 80 deposit stations, 88 business house libraries, 106 special deposit stations, 3080 school deposit stations.

Anonymous Letters

WE receive a good many anonymous letters. Usually they viciously attack some trade practice or event and end by saying that, of course, *The Publishers' Weekly* would not dare pub-

lish the letter. And, of course, we don't publish it. Facts that the letter-writer would not support by his own signature, and arguments that he will not sponsor with his own name are poor material for publication in this or any other paper. The publishers and booksellers of America are on the whole a very well-intentioned group and will take criticism from others in good part. The critic need not preserve anonymity in order to be safe from reprisals.

This fall there has been an epidemic of anonymous communications. The busiest typewriter is that of some bookseller who sees sinister intentions in every action a publisher makes. We hope that we may never have his anonymity solved for us, as this might lower in our esteem some old subscriber.

If we ever do print an anonymous communication, it will be because it has supportable facts so ably presented that the trade should not miss the arguments.

Two Books Free

THE heading of the full page current advertising of the *American Review of Reviews* reads, "The Two Most Important Books of the Age FREE!" The details of the advertisement explain that the *Review of Reviews* hopes to build its circulation by offering two books by Bruce Barton, "The Man Nobody Knows" and "The Book Nobody Knows" free with an eighteen months' subscription to the magazine. The regular subscription price would be \$6, and for \$5.50 it will give the magazine plus the two books. Inasmuch as the magazine is not allowed to take subscriptions at less than half price and still use the second-class mailing privileges, the books themselves are apparently valued at \$1.25 apiece postpaid.

The Publishers' Weekly feels, as before said, that magazines that are worth while ought to be able to build circulation without putting a disruptive suggestion as to the value of the books in their advertisements, and the overstatement as to the importance of these highly interesting volumes does no credit to the writer of the ad copy. Himself an expert in ad copy, Mr. Barton will be blushing with embarrassment when he reads what is claimed for his literary output.

Surplus Stock—A Way to Dispose of It

ONE of the problems of the retail trade discussed at the last convention of the American Booksellers' Association was the question of the disposal or exchange of "surplus stock."

In many bookstores, especially those active ones that are unafraid of buying quantities of new publications, there are, when each season is over, some titles that failed to find the expected local demand. The problem is how to sell this overstock quickly when the space and the money are needed for the newer and more quickly saleable items.

It has been suggested that the *Publishers' Weekly* should plan a service for booksellers by listing, *incognito* the "Surplus Stocks" that dealers desire to turn into cash. Titles that cease to sell in one town are often live items in another.

As a result of a canvass among a hundred dealers as to the probable value of such a service the responses without exception have been enthusiastic. We shall therefore start this service in our December 3rd issue.

Under the heading "Surplus Stocks," subscribers will find in the classified advertising section various lists. With each title both the retail and the offered price must be given.

The cost of this service will be at the rate of 25c. a line and the lists will be printed after this model.

(Order for Listings)

SURPLUS STOCKS

Surplus books in saleable condition offered at bargain prices. Name of state indicates location of the advertiser and is a guide to cost of transportation. Send orders in care of the *Publishers' Weekly*, to be forwarded to the advertiser.

OHIO 1

- 76 Lena Rivers. Harcourt. \$2.50 @ 75c.
112 Wilson. History U. S. Harper. \$4.00 @ \$1.75.
19 Gallagher's Algebra. B. C. Co. \$1.50 @ 35c.
14 Life of Earl of Dorincourt. 2 v. \$10 @ \$4.25.
476 Swinton's History of the World. \$2.00 @ 80c.

CONNECTICUT 4

- 63 Capt. Bonneville's Adv. Putnam. \$2.50 @ \$1.00.
20 Sets These United States. 2 v. \$6 @ \$2.20.

Creative Reading Course Progresses

THE series of studies in current literature which was described in the *Publishers' Weekly* of October 8th and is issued by the Institute of Current Literature, Harvard Square, Cambridge, has reached its third number under the general editorship of Professor Robert E. Rogers. The first number took up Glenway Westcott's "The Grandmothers" and Wiggam's "The Next Age of Man"; the second number, with criticisms by Emily Newell Blair, took up "Death Comes for the Archbishop" and "What Can a Man Believe?"; the third number, just at hand, is written by May Lamberton Becker and takes up Wells' "Meanwhile" and "Shakespeare" by Clara Longworth de Chambrun.

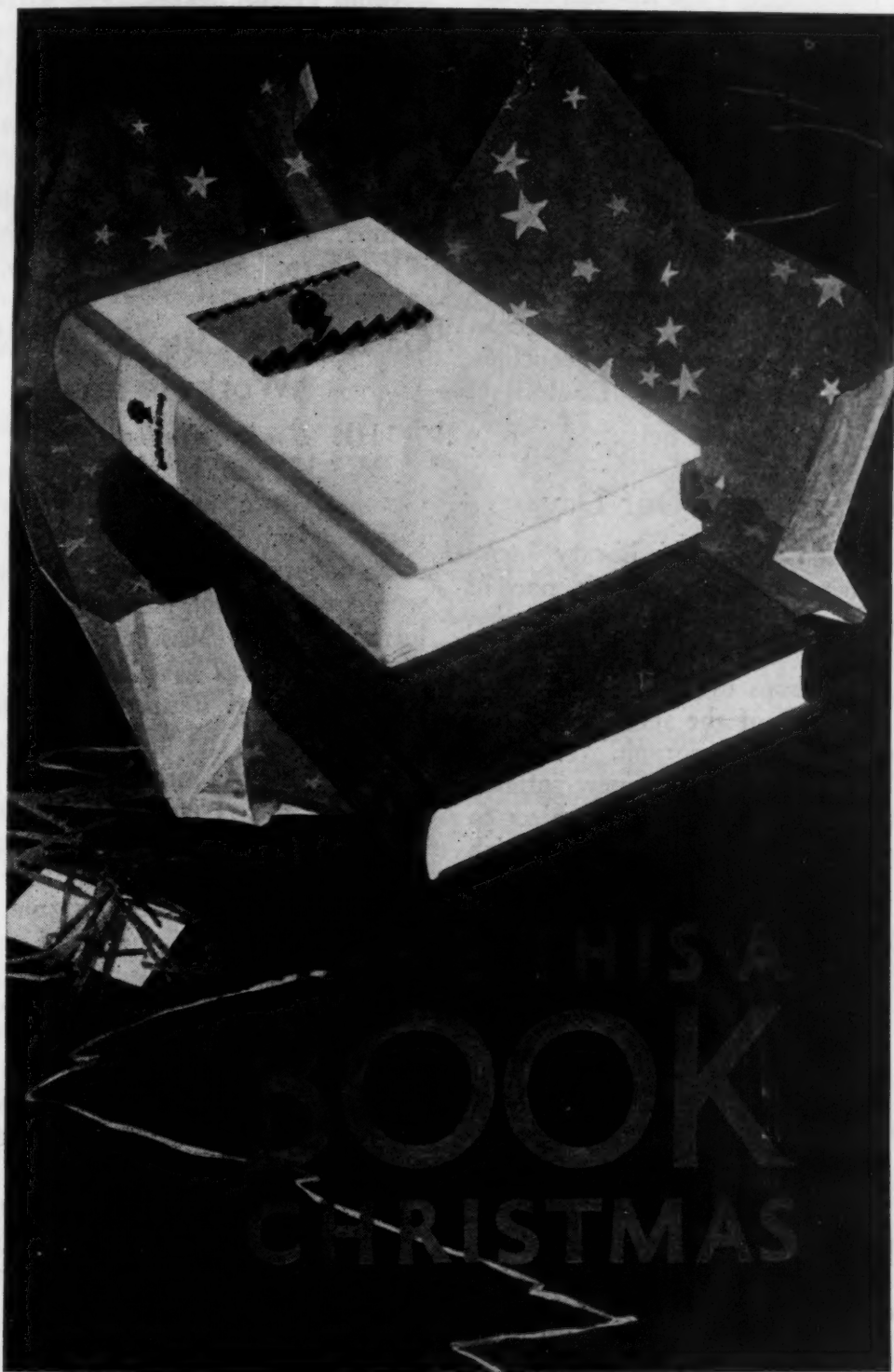
This course is primarily for the general public but its value to the bookseller lies in the fact that it can point out to him the way to a more complete understanding of the books he reads and thus enable him to interpret more clearly to his trade the value of each new book. Booksellers are often able to say of a book merely that it's a good story or a poor story, or it appealed to them or did not appeal to them. They have too little training in estimating what the author was after and whether his purposes were reasonably well accomplished. Training such as this course would give would make much more complete analyses possible. The reasons for a customer's interest in Westcott, Cather or Wells are more subtle than whether the book is a good or exciting story or not.

So far, this series has been accomplishing its aim in making these differences in style, technique and purpose very clear to the lay reader.

Beside the Gideon Bibles

THE Statler Hotels are about to place in the 7,000 rooms of their various establishments flexible bound copies of "Heart Throbs," that famous collection of familiar poems by Joseph Mitchell Chapple. In the front of each volume will be a message from Mr. Statler.

New Christmas Book Poster



Poster designed by Charles Kaiser for the National Association of Book Publishers. Posters may be obtained free from the Association. Card miniatures with reverse side blank are one dollar a hundred and nine dollars a thousand

The Religious Department of Doubleday, Doran & Company

BECAUSE the firm of George H. Doran Company has been so conspicuous in the field of religious books and Doubleday, Page has had no department of that kind, there has been an unfounded trade rumor that with the merger into Doubleday, Doran & Company this department might be discontinued. This, however, is far from being the case, and with the merger this work will be carried on with renewed vigor; in fact, with the extra stimulus, many believe there will be important results for the distribution of religious literature. Charles E. Ferguson of the Doran organization will continue as head of the department of Doubleday, Doran.

The Europe of Our Day

THE Chicago critics of library books have taken sharp issue with one of the *Reading With A Purpose Series*, "The Europe of Our Day," by Professor Herbert A. Gibbons of Princeton. They object to four out of the six books in the bibliography of that monograph. This will probably give many people a new interest in the list. Particularly do they object to Dean Inge's volume on "England" which Scribner published on this side last year. Of this book Professor Gibbons said: "This volume arouses criticism bordering on wrath in the United States and France and a storm of protest in Great Britain and her colonies. He spares neither the feeling of his fellow-countrymen nor those of other peoples. Dean Inge reveals the startling fact that we Americans are very much in the minds of Europeans, especially of the English, and that they do not approach their problems and formulate their policies without constant thought of us. We need the mental stimulus and the irritation the book arouses. Nothing could do us more good."

If the book critics believe that what we ought to hear from England is what she *ought* to be thinking about us instead of what she *is* thinking about us the point of their comment seems clear. If, however, it is more important to get our information accurately rather than confusedly, the list

of six books in this still stands as a good recommendation.

"Europe Since Waterloo," by William Stearns Davis. *Century*. \$6.00.

"Twenty-Five Years: 1892-1916," by Viscount Grey. *Stokes*. 2v. \$10.00.

"A Brief History of the Great War," by Carlton J. H. Hayes. *Macmillan*. \$3.00.

"Europe Since 1911," by Herbert A. Gibbons. *Century*. \$3.00.

"Economic Development of Modern Europe," by Frederic A. Ogg and Walter R. Sharp. *Macmillan*. \$4.00.

Galsworthy Lists the Twelve Best Works of Fiction

THE *Book Window*, house organ of W. H. Smith & Son, prints in the October issue an interview with John Galsworthy. Arnold Bennett recently chose the twelve novels which he thought were greatest and gave all his twelve allotted votes to Russian novels. So Mr. Galsworthy was asked whether he would agree with Mr. Bennett's choices.

"No." was the prompt and emphatic answer. "I'm a great lover of the great Russians, but I certainly don't go that length. I thought you'd ask that question, so I jotted down a rough list of what I think are the dozen or so greatest novels of the world. But the word novel is debatable; I'd rather use 'work of fiction.' Some people wouldn't call 'Don Quixote' a novel, I suppose, or 'The Pickwick Papers,' or 'Huckleberry Finn.' But they're all great works of fiction. I expect some of my highbrow friends will stare at my selections. But here they are."

Headed by "Don Quixote," there then followed Tolstoi's "War and Peace" and "Anna Karenina," Dostoevsky's "The Brothers Karamazov," Turgenev's "Fathers and Children" and "Smoke," Dickens's "Pickwick Papers" and "David Copperfield," Dumas's Musketeer series and Reine Margôt series, Mark Twain's "Tom Sawyer" and "Huckleberry Finn," and Thackeray's "Vanity Fair."

"I'm doubtful," he added, "about the Reine Margôt series, 'Smoke,' and 'Vanity Fair.'"

In the Book Market

GRAFTON & CO., London, publishers of books on library practice and on book making, have just issued "Printing, a Short History of the Art," edited by R. A. Peddie, with contributions by various scholars including George Parker Winship of the Harvard University Library, who writes on Spanish America, and Laurence C. Wroth, of the John Carter Brown Library, who writes on North America. The work is very compact, a 12mo of 385 pages, but embodies the most careful research. It is not so much a story of the *art* of printing as the title would suggest, as a brief chronicle of the steps by which the practice of printing progressed from one city to another. ❀ ❀ ❀ The

convenient auditorium in the big store of John W. Graham & Company in Spokane was turned to excellent use in early November when Stoddard King, columnist of the local newspaper and author of a new book of wit and humor, "Grand Right and Left," gave a reading from the volume. Vachel Lindsay, ardent advocate of Mr. King's verse, introduced him to a full and an overflowing audience. ❀ ❀ ❀

David McKay, in Philadelphia, has just issued two interesting volumes, "The Story of Buddha and Buddhism," his life and sayings and "The Story of Confucius," once again his life and his sayings, each edited and each with a preface by Brian Brown, well-known for his writings on Oriental legend and lore. The two volumes are uniformly bound and each has been illustrated with photographs. They come attractively boxed together but can be sold separately. ❀ ❀ ❀ A. & C. Boni recently published a life of Buddha which should serve as an interesting companion volume for the McKay book. This is A. Ferdinand Herold's "The Life of Buddha, According to the Legends of Ancient India." Originally published in France it won immediate recognition there.

Roy Dickinson Welch, professor of music in Smith College, has written a book on the fundamental facts about music as well as some detailed descriptions of certain important compositions which should be of interest to those who are intelligently

interested in music. The book is titled "The Appreciation of Music" and is issued by Harper. ❀ ❀ ❀

At this same time a new and enlarged edition of Daniel Gregory Mason's "From Grieg to Brahms" has been published by Macmillan. In addition to three general chapters about modern composers and their work there are individual chapters devoted to Grieg, Dvorák, Saint-Saëns, Franck, Tchaikowsky and Brahms. An interesting bib-

liography is appended of some of the most useful books and magazine articles on the six composers. ❀ ❀ ❀ "What Do You Know About Music?" by A. E. Wier, Houghton, Mifflin, is another interesting fall publication. ❀ ❀ ❀

Harcourt, Brace is publishing "The Great Painters, In Relation to the European Tradition" by Edith R. Abbot, of the Metropolitan Museum of Art. The purpose is to focus attention upon certain great achievements of painting. The care has been taken to illustrate the continuity of the European tradition there has been no attempt to give a complete history of the art's development. That, however, was done last year in Helen Gardner's excellent book "Art Through the Ages" which the same publishers issued. "The Great Painters" is illustrated with 278 half-tone reproductions of paintings. ❀ ❀ ❀

The silhouette on this page is from the lending library jackets of the New Rochelle (N. Y.) Bookshop. It was done by no less a personage than John Held, Jr., originally for the shop's swinging sign but adapted for use on the jackets. Since the jackets are orange the silhouette in black stands out very well.



John Held, Jr., designs a bookshop sign

October Best Sellers

ANOTHER "prize" novel has immediately won first place on the list of best selling fiction in October, as compiled by *Books of the Month*. It is the *Atlantic Monthly* \$10,000 novel, "Jalna" by Mazo De La Roche, which tells the story of a large family, living in the Canadian wilderness, under the domination of the grandmother. Warwick Deeping's latest novel, "Kitty," attained second place, also in its first month of publication. Kitty is a young English girl, who helps her soldier husband regain health of mind and body, in spite of the jealous opposition of her mother-in-law, who believes her son has married beneath him. There is another new title in sixth place, which was mentioned in this column last month as having best selling promise. "Dusty Answer" the first novel of a young English girl, Rosamond Lehmann, and a selection of the Book-of-the-Month Club, describes delicately and beautifully the first twenty years or so of an unusual girl's life. "Wallflowers" is again seventh, followed by another new title, Joseph C. Lincoln's latest, "The Aristocratic Miss Brewster."

"Miss Brewster" is a good example of the power of local appeal, for booksellers' reports show that it is the most popular in New England, while it had only one vote in the south. "The Grandmothers," which is a saga of Wisconsin, has strong support from the middle west.

There is also a new leader of non-fiction, this month, "Trader Horn," followed by "We," with "Napoleon" again in third place. "Mother India," which has been having fine sales everywhere, has jumped from eighth to fourth place. "What Can a Man Believe?" has also taken a step up to five. "Your Money's Worth" reappears in the Best Seller list at ninth place. The only new title, this month, comes last, making Will Durant the only author to have two best selling books, either on the fiction or non-fiction lists. This first book to follow "The Story of Philosophy" is "Transition," a mental autobiography.

Other new titles that came to the front last month, both fiction and otherwise,

were "Something About Eve" by James Branch Cabell, "The Mad Carews" by Martha Ostenso, "Gallions Reach" by H. M. Tomlinson, "The Kingdom of Theophilus" by William J. Locke, "Caste" by Cosmo Hamilton, "In a Yun-Nan Courtyard" by Louise J. Miln, "Count Luckner, the Sea Devil" by Lowell Thomas, "Now We Are Six" by A. A. Milne, "The Companionate Marriage" by Judge Lindsey, "America" by Hendrick Van Loon, and "The Right to Be Happy" by Dora Russell.

FICTION

- De La Roche. "Jalna." *Little, Brown*. \$2.
 Deeping. "Kitty." *Knopf*. \$2.50.
 Wescott. "The Grandmothers." *Harper*. \$2.50.
 Cather. "Death Comes for the Archbishop." *Knopf*. \$2.50.
 Bromfield. "A Good Woman." *Stokes*. \$2.50.
 Lehmann. "Dusty Answer." *Holt*. \$2.50.
 Bailey. "Wallflowers." *Penn Pub. Co.* \$2.
 Lincoln. "The Aristocratic Miss Brewster." *Appleton*. \$2.
 Wright. "God and the Groceryman." *Appleton*. \$2.
 Norris. "Barberry Bush." *Doubleday*. \$2.

NON-FICTION

- Lewis. "Trader Horn." *Simon & Schuster*. \$4.
 Lindbergh. "We." *Putnam*. \$2.50.
 Ludwig. "Napoleon." *Boni & Liveright*. \$3.
 Mayo. "Mother India." *Harcourt*. \$3.75.
 Barton. "What Can a Man Believe?" *Bobbs-Merrill*. \$2.50.
 Durant. "The Story of Philosophy." *Simon & Schuster*. \$5.
 Lawrence. "Revolt in the Desert." *Doran*. \$3.
 Halliburton. "The Glorious Adventure." *Bobbs-Merrill*. \$5.
 Chase & Schlink. "Your Money's Worth." *Macmillan*. \$2.
 Durant. "Transition." *Simon & Schuster*. \$3.

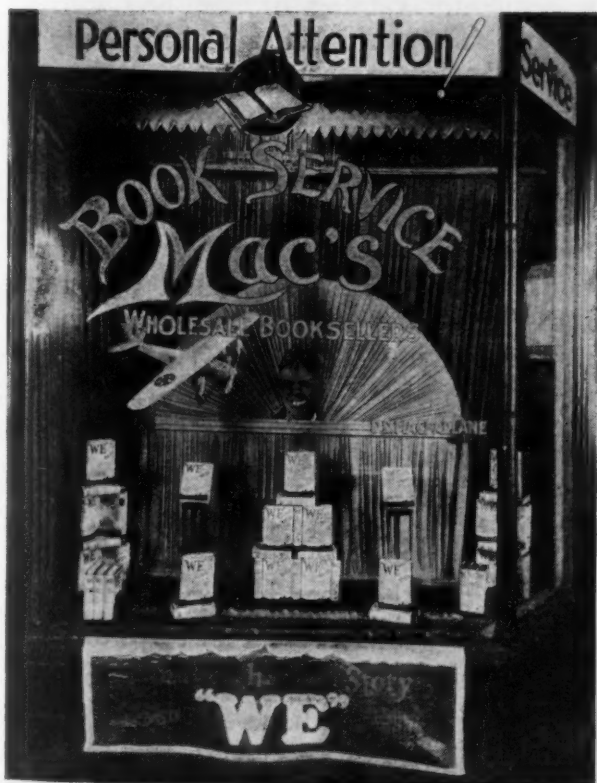
Window Display Contest for Lindbergh's "WE"

THE results of Putnam's window display contest in connection with the publication of Colonel Lindbergh's "We" have just been announced. The book attracted such wide attention, supplemented by the excitement of Lindbergh's own tour of the country, that an unusual number of displays were made and many were very elaborate. In order to give different types of bookstores a good chance, Mr. Thompson, the general sales manager of Putnam's, decided to offer the prizes for two contests, one for windows under six feet in width and the other over six feet in width.

Mac's Book Service in Pittsburgh draped a window with fuchsia colored crêpe, the lower



Window of A. Herz, Inc., Terre Haute, Indiana, winner of the contest for larger windows



Mac's Bookstore, Pittsburgh, Pa., Winner of the contest for smaller windows

part of the drapery being of American beauty shade. The floor was covered with the same two colors of crêpe as was the upper part of the window. The little plane used was a prize-winning plane used in a contest for models developed by the Aero Club of Pittsburgh. The display was timed to cover the week previous to Colonel Lindbergh's visit and was so successful that it was continued for three weeks. The other prizes for small windows went to The Three Musketeers, Memphis, and The Little Book House, Nantucket.

The prize window among those over six feet in width was designed for the department store of A. Herz, Inc., by R. H. Brennan, the display manager. The firm made an enlarged copy of the book the center of its theme. It was carefully finished in lacquered colors to reproduce exactly the effect of the original volume. The display fixtures and the aeroplane equipment were carefully placed in the big department store window. The other prizes for large windows went to Lamar & Barton of Dallas, Tex., and to the Morris Sanford Company, Cedar Rapids, Orville J. Evans, manager.

Book Week Reception

CORNELIA MEIGS of Iowa, author of many successful children's books and of two this fall, "As the Crow Flies" and "Trade Wind," received a warm reception at the New York Public Library's Book Week opening, presided over by Anne Carroll Moore, author of "Nicholas." This annual gathering on Monday afternoon has for many years served as an official opening of Book Week in the New York vicinity, and brings together a great number of people who are professionally interested in books and their distribution.

Exhibition of Horn Books

IN the New York Public Library Exhibition Room, which so recently housed the collection of early American Children's books loaned by Dr. Rosenbach, there is now on view a collection of horn-books. The collection was made by James C. McGuire and is now presented by him to the Library.

In spite of the general use of these "primitive school books" in practically all countries, and especially in Germany, France, Belgium, Holland, Italy, England, the United States, Mexico and Egypt, from the latter half of the fifteenth century until as late as the last half of the eighteenth century, hornbooks are seldom seen. In this collection there are thirteen. The general form of the hornbook is that of the old-fashioned butter-paddle. In its primitive form it was made of wood with the lesson that the child was to learn printed on a piece of paper, fastened to the wooden paddle, and covered with a piece of horn. There were various developments, such as for instance those shown in this group which are cut to represent men and women in smocks, which have their features carved out and are stained.

The collection of hornbooks, with the exception of one made of leather, came from the Charterhouse on the bank of the Thames in London, when in the early part of 1921 certain alterations were being made in this building. After the Poor Boys' School had been moved to larger quarters these hornbooks were found in an unused portion of the building in the attic under

a stairway. They were acquired by James C. McGuire and presented to the New York Public Library, a gift which will mean much to the library's general collection as well as to the children's room for reference and exhibition when tracing the development of children's books.

A complete, descriptive list of the hornbooks now exhibited has been prepared by Paul D. Bailey and is printed in the *Bulletin of the New York Public Library* for November, 1927.

The hornbooks fill only two cases and in the other cases in the room the library has exhibited the later developments from the hornbooks,—primers and alphabet books, beginning with those that followed on the hornbooks and coming up to those published only last year.

Indexing "Atlantic" Ads for the Readers

THE December *Atlantic* with its extra pages of publishers' advertising carries a new feature in an index to books advertised. This is called "The Atlantic Book Index," and at the beginning of the index is the suggestion that the customer "take this list to your bookseller; it is virtually a composite catalog of the best current books. They are listed alphabetically to make bookstore shopping more convenient." Every book advertised in the book section is indexed with the page number on which it appears, and at the bottom of every advertising page is the line, "Turn to the book index at the end of the section." The December index will show about 700 titles advertised, the November number having listed 500. The publishers are trying to bridge the gap between the impulse to buy and the action of purchase.

Extremely Rare Books

ONE bookshop has had in the last few weeks requests for the following books:

- "Hans Brinker and His Silver Skate."
- "Christ of the Indiana Road."
- "Taxes Book of Martyrs."
- "The Eleven of the Sadducees."
- "Tough Hairs on a Comet's Tail."

Two More Publishers' Colophons



Barse & Hopkins

Lothrop, Lee
& Shepard

IN our August sixth issue we used a rather extensive collection of publishers' colophons with a discussion of them. Since that time two others have come in, that of Barse & Hopkins and that of Lothrop, Lee and Shepard. Both are very interesting and should have a place next to those already used. Victor de Kubinyi, who created the Barse & Hopkins design, has resorted to several familiar designs which have been connected with bookmaking for centuries and has also borrowed from the Latin.

New "Outlook" Department

WITH the reorganization of *The Outlook* under the auspices of Francis Rufus Bellamy as publisher, one of the first things the new publisher has done has been to give a new impulse to the literary department, and Frances Lamont Robbins is to take charge of this with the general heading, "Speaking of Books." Mrs. Robbins formerly had an attractive little bookstore on Sixtieth Street. She has announced many new plans for her department.

"We do not propose to enter the field of the critical review," she says in the number of October 19th, "but we expect to discuss only the most interesting of those books which people everywhere are buying and reading."

In order to obtain reliable first-hand information as to what books are in demand, a system of canvass has been set up by which half a dozen leading stores in different parts of the country are sending in weekly their reports of the most active volumes. These reports began in the issue of October 26th.

A Further Warning

AS before noted in this column, many booksellers have found themselves defrauded by filling orders for the Rev. L. P. Bogle of Winston-Salem, N. C. A note from the Police Department of that city to the *Publishers' Weekly* states that this man was at one time a reputable minister, but has left the church tho he still uses his title in ordering books. He does all his business by mail and cannot be indicted in local courts. The police are receiving numerous complaints, and booksellers should be on the lookout for such orders.

Obituary Notes

ALICE GARDNER

ALICE GARDNER, noted historian, died at Oxford, England, on November 11th. She was 73 years of age. Miss Gardner specialized in Byzantine research. Her most important works dealt with the Emperor Julian and the Lascarid Empire. She was a sister of Percy and Ernest Gardner, archaeologists. Among her 15 books on history and philosophy are two books for children, "Friends of the Olden Time" and its sequel, "Rome, the Middle of the World."

JOHN WATT

JOHN WATT of the Madison Avenue Book Store, New York, died on November 15th at the Post Graduate Hospital following a major operation. He was born in Scotland seventy years ago. As a young man he came to America and joined the staff of A. D. F. Randolph & Company. When that concern was dissolved, he became manager of the theological and juvenile departments of E. P. Dutton & Company. Later he assumed a similar capacity with G. P. Putnam's. In 1912 he purchased an interest in the Madison Avenue Book Store, Inc., and in 1922 bought the business. Mr. Watt is survived by his sons William J. and G. Howard Watt, who are engaged in publishing, and by his daughter Isabel who is the young widow of A. J. Hammen, late of the Oxford University Press.

Changes in Price

D. APPLETON & COMPANY

"Spanish Business Grammar," by Armando Roa, from \$4.00 to \$3.00.
 "El Maestro De La Conversacion Inglesa," by Francisco Butler, from \$0.75 to \$1.00.
 "Adventures in Angling," by Van Campen Heilner, from \$3.00 to \$3.50.
 "Places Young Americans Want to Know," by E. T. Tomlinson, from \$2.00 to \$2.50.

Price Correction

WARNER'S "Aerodynamics," which was listed in the Fall Announcement Index at \$4, should have been listed at \$7.50, according to information just received from McGraw-Hill Company.

Business Notes

ABILENE, TEXAS.—The Little Book Shop has been opened at 1125 North Second Street by Mrs. Henry Dumas and Miss Mary Kaufman.

AIKEN, S. C.—Mrs. Ernest H. Kaminer has opened The Bookshop at 1910 Park avenue.

ARDMORE, PA.—Newman F. McGirr has moved from Philadelphia to 28 W. Montgomery Ave., Ardmore.

ATLANTA, GA.—Thomas E. Longworth has purchased the stock and good will of Treat's Bookstore at 106 North Forsyth St. and changed the name of the shop to Longworth's Book Shop. Mr. Longworth has been associated with Mr. Treat for a number of years. There will be no change in policy. The business is largely in first editions, rare and second-hand fields, and it is the principal store of that kind in the section. The store has become well known to book browsers and travelers because of its carefully classified arrangement which makes it particularly pleasant for customers to do their own selecting. Mr. Treat has not retired from business, but has opened a shop of his own in the basement of the same building specializing in first editions and in rebinding on order.

BORGER, TEXAS.—The Martin Book Shop, Box 608, has been opened by Mrs. Grace C. Martin.

CHICAGO, ILL.—The River Book Shop recently started in business in the office building at 228 North La Salle Street.

The Misses de Molchin, the managers, will also conduct a rental library.

DETROIT.—Cass-Detroit Bookshops announce the opening of a shop at 1737 Cass Ave., the Detroit Leland Building. E. T. Meehan is the Manager.

INDIANAPOLIS, IND.—W. K. Stewart Company have opened a branch shop in connection with the Indianapolis Music Shoppe at 4170 College Avenue.

JACKSONVILLE, FLA.—India Wood has opened the George Washington Book and Gift Shop, Hotel George Washington. She was connected for several years with H. & B. Drew of that city, as well as with the Florida Shop.

JOPLIN, Mo.—Mrs. J. H. Burdick's bookshop at 402 Wall Street is called The Book Cellar.

KEOKUK, IOWA.—The Current Library has been sold by Mary L. Ruddick to Mrs. W. V. D. Mass at 405 Main Street.

NEW HAVEN, CONN.—The Brick Row Book Shop has moved from 104 High Street to 235 Elm Street.

NEW YORK CITY.—The Evening Library-Bookshop at 17 East 8th St., has been sold to Robert Koehler.

Personal Note

HAROLD SHAYLOR of Simpkin, Marshall, Hamilton, Kent & Company, famous English wholesale house, who has been visiting America for the past month, has announced on sailing for England that he has, with the full consent of the firm he has been with, planned to change his work to the publishing field and will now be associated with Brentano's in their English publishing office. Mr. Shaylor, whose father was for fifty years associated with the Simpkin, Marshall firm before his death, is well known in London literary and publishing circles. He was a close friend of Lovat Fraser, and the rare first edition of "Pirates" bore his own personal imprint. He has traveled in this country in the interest of the Simpkin business and has been active in England in the general progress of booktrade matters.

The Weekly Record of New Publications

THIS list aims to be a complete and accurate record of American book publications. Pamphlets will be included only if of special value. Publishers should send copies of all books promptly for annotation and entry, and the receipt of advance copies insures record simultaneous with publication. The annotations are descriptive, not critical; intended to place not to judge the books. Pamphlet material and books of lesser trade interest are listed in smaller type.

The entry is transcribed from title page when the book is sent for record. Prices are added except when not supplied by publisher or obtainable only on specific request, in which case word "apply" is used. When not specified the binding is "cloth."

Imprint date or best available date, preferably copyright date in bracket, is always stated, except when imprint date and copyright date agree and are of the current year, in which case only "c" is used. No ascertainable date is designated thus: [n.d.].

Sizes are indicated as follows: F (folio: over 30 centimeters high); Q (4to: under 30 cm.); O (8vo: 25 cm.); D (12mo: 20 cm.); S (16mo: 17½ cm.); T (24mo: 15 cm.); sq., obl., nar., designate square, oblong, narrow.

Abbot, Edith R.

The great painters in relation to the European tradition. 501p. il. O [c. '27] N. Y., Harcourt \$5

The author is senior instructor in the history of painting at the Metropolitan Museum of Art.

Adams, Katharine

Midwinter; il. by Eric Pape. 228p. front. (col.) D c. N. Y., Macmillan \$1.75

A story of Sweden for girls in their teens.

Archbold, William Arthur Jobson, ed.

Twentieth-century essays and addresses. 253p. D '27 N. Y., Longmans \$1.75

Arnold, J. H.

Plainsong accompaniment. 192p. O '27 N. Y., Oxford \$4.25

Arnot, R. Page

Soviet Russia and her neighbors. 199p. S (Vanguard studies of Soviet Russia) [c. '27] N. Y., Vanguard Press 50 c.

Ashmun, Margaret Eliza

Mother's away. 259p. il. (col. front.) D c. N. Y., Macmillan \$1.75

A boy of fifteen and his younger sister keep house for a whole summer, while their mother takes a well-earned vacation.

Austen, Jane

Emma; introd. by Austin Dobson. 455p. il. D (Dainty bks.) '27 N. Y., Macmillan bxd. \$2

Pride and prejudice; introd. by Austin Dobson. 382p. il. D (Dainty bks.) '27 N. Y., Macmillan bxd. \$2

Sense and sensibility; introd. by Austin

Dobson. 358p. il. D (Dainty bks.) '27 N. Y., Macmillan bxd. \$2

The Watsons; a fragment; now reprinted from the manuscript. 170p. S '27 N. Y., Oxford \$2.50; lim. ed., \$7

Baker, T. Thorne

Wireless pictures and television; a practical description of the telegraphy of pictures, photographs and visual images. 188p. il. D '27 N. Y., Van Nostrand \$2.50

Banta, Nathaniel Moore

Brownies in the greenwood. 128p. il. (col.) D c. Chic., A. Flanagan 68 c.

A story for little children.

Barrows, William Morton

Science of animal life; an introduction to zoology treating of animals. 400p. il. D (New world science ser.) [c. '27] Yonkers, N. Y., World Bk. \$1.75

Barry, Frederick

The scientific habit of thought. 371p. O c. N. Y., Columbia Univ. Press bds. \$3.50

An informal discussion of the source and character of dependable knowledge.

Bassett, Sara Ware

The story of Vasco da Gama. 264p. il. (col. front.) D c. Phil., Penn \$1.50

The story of a great explorer, told especially for boys.

Basshe, Em Jo

Earth; a play in seven scenes; introd. by Eric Walrond. 122p. front. D [c. '27] N. Y., Macaulay bds. \$2

A play in which the religious frenzy of a group of negroes is depicted.

Allen, Henry

Racial old-age; being further adventures in philosophy and containing an exoneration of women. 34p. O [c. '27] Seattle, Wash., Author, 61 Battery St. pap. \$1

Black, N. Henry, and Burlingame, Frances M.

Elementary physics; form A. no p. O (Harvard texts) c. '27 Bost., Ginn pap. 60 c.

Brewer, Ruth Foss

Vignettes. 32p. (Stratford poets) [c. '27] Bost., Stratford pap. 50 c.

Brighthouse, Harold

The little liberty; a comedy in one act. 20p. S (French's acting ed., no. 1315) c. '27 N. Y., S. French pap. 30 c.

The night of "Mr. H."; a Charles Lamb pastiche. 22p. S (French's acting ed., no. 1233) c. '26, '27 N. Y., S. French pap. 30 c.

When did they meet again? A play in one act. 25p. S (French's acting ed., no. 1229) c. '27 N. Y., S. French pap. 30 c.

Brown, Richard E.

Alternating-current machinery. 274p. O '27 N. Y., Wiley \$3

Benét, William Rose

Man possessed. 311p. O [c.'27] N. Y.,
Doran \$2.50
Selected poems.

Bimba, Anthony

The history of the American working class.
360p. O [c.'27] N. Y., Internat'l Publishers
\$2.75

Birkenhead, Frederick Edwin Smith, 1st Earl of

Law, life and letters; 2 v. 296p; 326p. O
'27 N. Y., Doran bxd. \$10
Comments on contemporary life by an Englishman
well-known in political, social and literary circles.

Blavatsky, Helene Petrovna Hahn-Hahn

Alchemy and the Secret Doctrine; comp.
and ed. by Alexander Horne. 204p. (bibl.)
diags. D [c.'27] Wheaton, Ill., Theosophical
Press \$3

Bond, Mrs. Carrie Jacobs

The roads of melody. 235p. il. D c. N. Y.,
Appleton \$2
Reminiscences of a successful song composer,
known best for her song "The End of a Perfect
Day."

Borders, Karl

Village life under the Soviets. 21p. S Van-
guard Press 50 c.

Bowman, F. L.

Peeps at children of long ago. 92p. il. (pt.
col.) D (Peeps ser.) '27 N. Y., Macmillan \$1

"Boyer, Columbia," pseud.

The mosaic earring. 307p. D c. N. Y., Rae
D. Henkle Co. \$2
A wealthy young idler suddenly finds himself the
central figure in the plots of a huge criminal ring
of international proportions.

Brailsford, Henry Noel

How the Soviets work. 184p. S (Vanguard
studies of Soviet Russia) [c.'27] N. Y., Van-
guard Press 50 c.

Brown, John Macmillan

Peoples and problems of the Pacific; 2 v.
338p.; 305p. il. O [n.d.] N. Y., J. H. Sears
set, \$10, bxd.
A New Zealander, who has spent twenty years in
travel and observation in the Pacific Islands, writes
an extensive account of their people and civilization.

Brown, Sherman W.

Estudios gramáticos españoles. 223p. D
(Borzoï Spanish texts) '27 N. Y., Knopf
\$1.50

Bruehlheide, F. E.

A bridge questionnaire; questions and an-

swers covering rules, bidding, play, problems.
125p. S [c.'27] Minneapolis, Buzza Co.
fab. 75 c.

Party bridge, progressive and pivot: how to
play it. 102p. S [c.'27] Minneapolis, Buzza
Co. fab. 75 c.

Burns, A. R.

Money and monetary policy in early times.
530p. (3p. bibl.) il. diags. map. O (Hist. of
civilization) '27 N. Y., Knopf \$7.50
An historical account of the evolution of money
out of more primitive systems of exchange.

Byron, George Gordon Noël Byron, 6th baron

Poetry of Byron; ed. by Matthew Arnold.
312p. T (Dainty bks.) '27 N. Y., Macmillan
bxd. \$2

Cendrars, Blaise

The African saga; tr. by Margery Bianco;
introd. by Arthur B. Spingarn. 378p. (7p.
bibl.) map O [c.'27] N. Y., Payson & Clarke
bds. \$5

A collection of folklore, poetry, incantations and
other literary expressions of African tribes.

Chapman, Rev. M. A.

The epistle of Christ; short sermons . . .
on texts taken from the epistles. 272p. O '27
St. Louis, B. Herder \$1.75

Charters, Werrett Wallace

The teaching of ideals. 385p. (6p. bibl.) D c.
N. Y., Macmillan \$2

Clarke, Charles F.

Nature's way. 161p. D [c.'27] Bost., Chris-
topher Pub. House \$1.50
A story of pioneer life in the Middle West.

Cohausz, Rev. Otto

The priest and Saint Paul; tr. by Rev. Lau-
rence P. Emery. 311p. D c. N. Y., Benziger
Bros. \$2.25
An interpretation of St. Paul's writings bearing on
the priesthood.

Congressional Club, comp.

The Congressional Club cook book; favorite
national and international recipes. 811p. il. D
c. Wash, D. C., The Congressional Club,
Room 70, The Capitol fab. \$2.50
The wives and daughters of members of the Senate
and House at Washington have compiled this cook-
book of over three thousand recipes, containing the
favorite dishes of three-score nations.

Conrad, Lawrence H.

Descriptive and narrative writing; introd.
by Robert Morss Lovett. 291p. D [c.'27] Bost.,
Houghton \$2

Carlson, Wilhelmina

At the manger; a Christmas program for the Sun-
day school. 30p. front. O c. Rock Island, Ill.,
Augustana Bk. Concern pap. 10 c.

Colton, Harold S., and Baxter, Frank C.

Days on the Painted Desert and in the San Fran-
cisco Mountains; a guide. 70p. (2p. bibl.) maps,
diags. D c. Flagstaff, Ariz., H. S. Colton
pap. apply

Cubberley, Ellwood P.

The school textbook problem. 26p. (bibl. footnotes)
maps D (Educational progress, v. 6, no. 2) c. Bost.,
Houghton pap. gratis

Current events year book; ed. by Reginald Stevens

Kimball. 72p. O [c.'27] Columbus, O., Amer.
Education Press, 50 S. Third St. pap. 25 c.

Crabbe, Ernest H., and Slinker, Clay D.

General business training. 314p. il. (pt. col.) O [c.'27] Cin., South-Western Pub. Co. \$1.32

A textbook for pupils beginning the study of business.

Dante Alighieri

The vision; or Inferno, Purgatorio and Paradiso of Dante Alighieri; tr. by David James Mackenzie. 404p. O '27 N. Y., Longmans bds. \$5

A new translation of the "Divine Comedy."

Delamare, Henriette Eugénie

That boy Gaston. 185p. front. D [c.'27] Phil., H. L. Kilner, 1708 Market St. \$1.25

A story for children of French home life before the war.

Dennis, Clara G.

Cuddly Kitty and busy Bunny. 96p. il. (col.) T (Little color bks.) '27 N. Y., Nelson bds. 50 c.

Podgy Puppy and naughty Neddy. 96p. il. (col.) T (Little color bks.) '27 N. Y., Nelson bds. 50 c.

Diaz del Castillo, Captain Bernal

The true history of the conquest of Mexico; tr. by Maurice Keatinge; introd. by Arthur D. Howden Smith; 2 v. 591p. il. maps. O (Argonaut ser., v. 3 and 4) c. N. Y., McBride \$10

Written in 1568 by a bluff old companion of Cortes, this chronicle, telling of the amazing expedition of Cortes into Mexico, was first printed in England in 1800.

Dodd, Catherine Isabel

Three Silences. 282p. D [c.'27] N. Y., Doran \$2.50

Silence Cass, scourged as a witch on the Isle of Man in the seventeenth century, casts her influence even as far as Silence, her modern descendant.

Driggs, Howard Roscoe

Living English for junior high school, bk. one. 343p. il. D c. Lincoln, Neb., University Pub. Co. \$1

Living English for junior high school, bk. two. 420p. il. D c. Lincoln, Neb., University Pub. Co. \$1.08

Living English; third bk. 435p. il. D c. Lincoln, Neb., University Pub. Co. \$1.20

These books were erroneously listed in the October 29th issue. "Living English, Third Book" is a combination of the two junior high school volumes.

Duane, Mary Morris

The path to peace; the way of the soul. 45p. D [c.'27] Wheaton, Ill., Theosophical Press \$1

Espinosa, Aurelio Macedonio, and Sellards, John Armstrong

Easy French composition and conversation. 127p. il. D '27 Chic., B. H. Sanborn 96 c.

Feiling, Keith Grahame

England under the Tudors and Stuarts. 251p. (2p. bibl.) S (Home univ. lib.) [c.'27] N. Y., Holt \$1

Fels, Mary [Mrs. Joseph Fels]

Toward the light. 281p. O c. N. Y., Geo. Dobsevage, 110 W. 42nd St. \$2.50

Comments on life which bespeak the author's contentment of spirit gained from close harmony with God.

Fine, Henry Burchard

Calculus. 429p. diags. D '27 c. '26, '27 N. Y., Macmillan \$3.40

Finger, Charles Joseph

Ozark fantasia; comp. and ed. by Charles Morrow Wilson; il. by Paul Honoré. 342p. D c. Fayetteville, Ark., Golden Horseman Press \$2.50

Essays and tales of the Ozark Mountains.

Romantic rascals; il. by Paul Honoré. 251p. il. (pt. col.) O c. N. Y., McBride \$3

A further addition to Mr. Finger's gallery of rogues, which already includes biographical portraits of "Highwaymen" and "Bushrangers."

Flake, Arthur and Lavender, Leona

Rural and village Sunday schools. 176p. il., diags. D [c.'27] Nashville, Tenn., S. S. B'd. of So. Bapt. Convention 60 c.

Forbes-Leith, F. A. C.

Checkmate; fighting tradition in Central Persia. 242p. il. O c. N. Y., McBride \$3.50

The author's long acquaintance with Persia, as an officer of the British Army, as overseer of a huge estate and as an explorer, has made him thoroly familiar with the country and its people.

Fox, Sir Frank

Australia; 2nd ed. 230p. il. (col.), map O (Black's popular ser. of colour bks.) '27 N. Y., Macmillan \$2.50

Frank, Bruno

The days of the king; tr. by H. T. Lowe-Porter. 165p. il. nar. O c. N. Y., Knopf buck. \$2.50

A novel, by one of the chief writers of post-war Germany, depicting the last few years in the life of Frederick the Great.

Frankfurter, Felix, and Landis, James M.

The business of the Supreme Court; a study in the federal judicial system. 357p. (bibl. footnotes) diags. O c. N. Y., Macmillan \$5

Frothingham, Thomas Goddard

The American reinforcement in the world war; introd. by Newton D. Baker. 427p. (bibl. footnotes) diags. maps. O c. Garden City, N. Y., Doubleday \$3

The story of how America, unprepared for war, recruited, equipped and transported a great army in a short time.

Funk, John Clarence

How to live longer. 146p. il. D [c.'27] Phil., McKay \$1.50

Ellis, Charles W., ed.

"Jest 4 fun" [humor]. 268p. il. D [c.'27] Buffalo, N. Y., Author \$3

Farm youth; proceedings of the Ninth National Country Life Conference, Washington, D. C., 1926. 153p. front. O [c.'27] Chic., Univ. of Chic. Press \$2

"Ganpat," pseud. [Martin Louis Alan Gompertz]

High snow. 338p. D [c.'27] N. Y., Doran \$2

A story of love and adventure in the mountains of Thibet.

Garrett, Pat F.

Authentic life of Billy the kid; ed. by Maurice Garland Fulton. 261p. il. (col. front.) O c. N. Y., Macmillan \$2

A new edition of "Pat Garret's Life of the Kid," which originally was published as a paper-backed volume in Santa Fé in 1882. Garrett was the sheriff of Lincoln County, New Mexico, by whom Billy the Kid was finally hunted down and killed.

Garstin, Crosbie

The dragon and the lotus; il. by the author. 343p. O c. N. Y., Stokes \$2.50

A record of the author's impressions and experiences on his recent trip to Honolulu, Japan; China and Indo-China.

Gaskell, Mrs.

Cranford; preface by Anne Thackeray Ritchie. 328p. il. D (Dainty bks.) '27 N. Y., Macmillan \$2 bxd.

Gay, H. Nelson

Strenuous Italy; solving a perilous problem. 226p. (5p. bibl.) O c. Bost., Houghton \$3

An American resident in Italy writes of the present development of that country.

Geiermann, Peter

"Follow me"; a spiritual retreat. 232p. O '27 St. Louis, B. Herder \$1.75

A mission to non-Catholics. 132p. O '27 St. Louis, B. Herder \$1.25

Gerstäcker, Friedrich Wilhelm Christian

Germelshausen, erzählung! ed. by B. C. Straube. 156p. il. S (Bruce modern lang. ser.) [c.'27] Milwaukee, Bruce Pub. Co. 72 c.

Gibson, Katharine

The golden bird, and other stories; il. by Edwin G. Sommer. 176p. (3p. bibl.) il. (pt. col.) O c. N. Y., Macmillan \$2.50

A collection of tales from many lands, retold for children under twelve.

Glaspell, Susan [Mrs. George Cram Cook], and Matson, Norman H.

The comic artist; a play in three acts. 87p. D c. N. Y., Stokes \$1.50

Gogol, Nikolai Vassilyevitch

The gamblers and marriage; tr. by Alexander Berkman. 210p. O [c.'27] N. Y., Macaulay \$2.50

Two plays by a famous Russian dramatist of the 19th century.

Goldsmith, Oliver

The vicar of Wakefield; preface by Austin Dobson. 339p. il. D (Dainty bks.) '27 N. Y., Macmillan \$2, bxd.

Goren, Louis M.

American lyrics and other poems. 109p. O [c.'27] Bost., Meador Pub. Co., 27 Beach St. \$1.50

Grattan, Lawrence

The gossip sex; a comedy in three acts. 97p. il. diagrs. D (French's standard lib. ed.) c.'27 N. Y., S. French pap. 75 c.

Greenan, John Thomas, and Meredith, Albert B.

Everyday problems of American democracy; rev. and enl. ed. 532p. (2p. bibl.) D [c.'27] Bost., Houghton \$1.60

Hardy, Thomas

Selected poems. 223p. T (Dainty bks.) '27 N. Y., Macmillan \$2, bxd.

Harrington, Harry Franklin, and Harrington, Evaline

The newspaper club. 380p. il. D [c.'27] N. Y., D. C. Heath \$1.68

A practical suggestion for teaching composition to school children.

Haviland, Mary S.

A study of babyhood. 178p. (bibls.) D (Specialization ser.) c. Phil., Westminster Press 90 c.

Printed for the Teacher Training Publishing Ass'n. It is intended as a textbook in the training curriculum, outlined and approved by the Internat'l. Council of Religious Education.

Hecker, Julius Friedrich

Religion under the Soviets. 224p. (4p. bibl.) S (Vanguard studies of Soviet Russia) [c.'27] N. Y., Vanguard Press 50 c.

Hind, Charles Lewis, comp.

Two hundred best and second best poems. 326p. D '27 N. Y., Putnam \$2

Poems from the 13th to the 20th century.

Horsfall, R. S., and Lawrie, L. G.

The dyeing of textile fibres. 415p. O '27 N. Y., Van Nostrand \$9

Hughes, Rupert

George Washington, the rebel and the patriot, 1762-1777. 702p. (9p. bibl.) il. maps O c. N. Y., Wm. Morrow \$5

This second volume in the author's biography of Washington continues his life from his thirtieth year to the turning point of the Revolution, the Battle of Trenton.

Faulkner, Richard W.

Fragments [essays and poems]]. 104p. S ['27] [Lincoln, Neb., McKelvie Pub. Co.] lea. \$2

Hanford, James H.

Our heritage; a study through literature of the American tradition. 54p. O (Extension bull., v. 7, no. 4) '27 Chapel Hill, N. C., Univ. of N. C. pap. 50 c.

Health trends in secondary education; fifty-three schools analyze their health programs. 153p. (bibls.) O c. N. Y., Amer. Child Health Ass'n pap. apply

Hafer, Mari Ruef

Camp recreations and pagents. 227p. (3p. bibl.) il. D '27 N. Y., Ass'n Press \$2

Holland; arts and crafts, 1900-1926. no p. il. diagr. F [n. d.] N. Y., D. Jos. Van Riemsdyck, 520 Isham St., W. pap. \$4.50

Humphrey, Grace

Father takes us to New York. 243p. il. (col. front.) D '27 Phil., Penn \$2
Ruth and Rob spend a glorious week sightseeing in New York.

The story of the Catherines; il. by Hattie Longstreet Price. 224p. il. (col. front.) O c. Phil., Penn \$2
About ten famous women in history who bore the name Catherine.

Jackson, Eileen Montague

Switzerland calling; a true tale of a boy and girl's wonderful summer holidays climbing in the Alps. 245p. il. O '27 N. Y., Macmillan \$2

Jepson, Edgar

The horned shepherd; woodcuts by Wilfred Jones. 144p. O c. N. Y., Macy-Masius \$5, bxd.

A romantic idyll of the days of sorcery: the format is exceptionally attractive.

Johnson, F. Ernest, and Warner, Harry Sheldon

Prohibition in outline. 102p. (2p. bibl.) D [c. '27] N. Y., Methodist Bk. Concern 75 c.
Prepared in consultation with the officers of the Scientific Temperance Federation, the World League against alcoholism and the Anti-Saloon League.

Kallas, Aino Julia Maria [Mrs. Oskar Philippi Kallas]

Eros the slayer; two Estonian tales; tr. by Alex Matson. 224p. D [n. d.] N. Y., Macmillan \$2

Keats, John

Poetical works; ed. by Francis T. Palgrave. 295p. T (Dainty bks.) '27 N. Y., Macmillan \$2, bxd.

Kent, Karlene (Edith Norton)

Little Black Eyes. 151p. il. (pt. col.) D c. N. Y., Macmillan \$2
A story about a little Japanese girl.

Keppler, Bp. Paul William von

Homiletic thoughts and counsels; tr. by Rev. Hamilton Macdonald. 142p. O '27 St. Louis, B. Herder \$1.25

Kitson, C. H.

Elementary harmony. 314p. D '27 N. Y., Oxford \$3.50; also in 3 pts., ea., \$1.25

Kulkarni, R. K., comp.

Child training in the light of theosophy; ed. by Julia K. Sommer. 205p. (bibl.) D [c. '27] Wheaton, Ill., Theosophical Press \$1.75

Lamb, Charles

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The Field of Old and Rare Books and Weekly Book Exchange

CURRENT RARE BOOK NOTES

Frederick M. Hopkins

THE one field of collecting that leads all others at the present time is that of autographic material. The high prices which autograph letters, documents and manuscripts, literary and historical, have been bringing for several years, are now drawing a great deal of rare and valuable material from its hiding place, and is finding a ready market in the auction rooms of London and New York. The most important American sales this season thus far have been those of autograph letters, documents and manuscripts, and the surprising thing is that the more material that is offered, the higher the price goes and the stronger the demand appears to be. Perhaps the reason is that all know that the supply is limited and at the present rate will soon be exhausted. American collectors have long since learned that the time to buy literary rarities of all kinds is when they have the opportunity. This particularly applies to autographs.

THE Lincoln collection of autographs, books, broadsides and medals of Emanuel Hertz, of this city, was sold in two parts on November 15 and 16, both realizing \$46,604.75. This was a large collection containing the common and the rare, but good prices were realized for the more important material. A newly discovered episode in the life of Lincoln, the establishment of a German newspaper in Springfield, Ill., for the Republican campaign of 1860, the details of which are given in an A.D.S., 2 pp., dated Springfield, May 30, 1859, brought \$2,400; an A.L.S., 2 pp., 8vo, Washington, June 11, 1861, urging more regiments for Indiana, also sold for \$2,400; a letter on supplying arms to Texas loyalists, 1 p., 8vo, August 4, 1862, \$1,300; a brief toast to Robert

Burns, 1 p., 8vo, Washington, n.d., \$1,500; an A.L.S., 1 p., 4to, Springfield, April 26, 1849, telling of the efforts made by rival politicians to break down his influence at Washington, \$1,700; but the highest price, \$2,900, was reserved for an A.L.S., 2 p., 8vo, written to Gen. Robert Anderson, from the Executive Mansion, Washington, August 15, 1863, apparently after an appeal by Mrs. Anderson to the president for back pay for her husband, who had been out of the service for two years on account of ill-health. The original autograph manuscript of Gideon Welles, secretary of the navy, regarding the reconstruction policies of Lincoln and Johnson, telling of the occurrences of the last cabinet meeting of Lincoln, 107 pp., folio, fetched \$1,500. These catalogs with their prices will long have a reference value to the dealer and collector of Lincolniana.

LIEUT. COL. RALPH H. ISHAM and Dr. A. S. W. Rosenbach, both of this city, and Robert Wilden Nesser, now living in Paris, have made several unusual contributions to the Yale University Library, it has just been announced by Professor Andrew Keogh, the librarian. Col. Isham, whose recent purchase of the James Boswell papers attracted international attention, has given nearly 200 items, many of them nineteenth century editions of Goldsmith's better known works, among them sixty-six editions of "The Vicar of Wakefield," thirty-seven of the poetical works, and various editions of the essays and miscellaneous works. The collection includes early editions, such as third, fifth, seventh and eighth of "The Deserted Village," the seventh and ninth of "The Traveller," and some German and French translations. Dr. Rosenbach has given the

university a rare Yale item, a pamphlet printed in 1727, the title page of which reads: "A Monumental Gratitude Attempted, in a Poetical Relation the Danger and Deliverance of Several of the Members of Yale-College, in Passing the Sound from Southold to New Haven, August 20, 1726. New London: Printed and Sold by T. Green. 1727." The pamphlet which consists of 166 lines of verse in heroic couplets, gives the praise of the students for having been saved from drowning in the storm. Robert Wilder Neeser, a Yale graduate of the class of 1906, has given the library a collection of forty-eight of the log books of British men-of-war, among them the Cornwallis, Imperious, Iphigenia, Maidstone, Phoebe, Raleigh, Rhadmanthus, San Josef, Sea Horse, Snake, Tartar, Unicorn, Vengeur, Zealous and Zenobia. These ships' records range from 1807 to 1840.

NO one of that famous group of New England authors of the nineteenth century is showing stronger vitality than Henry D. Thoreau. This season there are several new books that will interest Thoreau collectors. "The Heart of Thoreau's Journals," edited by Odell Shepard, and published by Houghton Mifflin Company, is an attempt to make the best possible selection of material characteristic of Thoreau in one volume from the complete journal of fourteen volumes published several years ago. A new edition of "Walden," with Eric Fitch Daglish's woodcuts, is printed in a limited edition by the same publishers. From England comes "The Moon," a selection of nature notes printed in a limited edition at the Shakespeare Head Press. And J. Brooks Atkinson has written a sympathetic critical study under the title, "Henry D. Thoreau, the Cosmic Yankee," that enthusiastic collectors will like. A dealer, who has specialized in first editions, writes us, "I can no longer keep first editions of Thoreau on my shelves. I have many calls for 'Walden' and 'A Week on the Concord and Merrimac Rivers,' which I am unable to supply. I have been selling these first editions at too low a price. You will soon see the latter volume bringing \$100, and when it does the rise will be rapid."

THE American fund for rebuilding and endowment of the Shakespeare Memorial Theater at Stratford-on-Avon, in which Americans have been keenly interested from the start, has just been increased by a second gift of \$100,000 by Edward S. Harkness, according to an official announcement by Thomas W. Lamont, chairman of the advisory committee of the American Shakespeare Foundation. The American fund now totals more than \$660,000, and the British committee's fund, \$610,000. In addition to the cost of the theater and its equipment, which is estimated to be about \$750,000, there will be an endowment fund for the support of the theater and the maintenance of a permanent company of actors to perform Shakespearean plays at the Memorial Theater. American collectors and the book trade have taken an active interest in the success of the American fund and will be delighted to know that it has now passed the total raised by the British committee. American Shakespearean enthusiasm is not limited to the purchase of First Folios.

A CHARLES ELIOT NORTON exhibition is now being held in the treasure room of Widener Library at Harvard in commemoration of the centenary of the university's first professor of fine arts. Norton's close association with Ruskin, Carlyle, and other literary men is shown in the many autographed first editions from the Shady Hill library. The exhibit will be changed each week for a month, and will be taken from the Norton library of several thousand volumes which was, in a large measure, the basis of the treasure room collection. The present exhibit includes several volumes from the collection of work by Bruce Rogers presented to the university by Professor P. J. Sachs, 1900, in memory of Norton. This collection comprises nearly 300 volumes of Mr. Rogers's work including many of the rarer early volumes now at a high premium and hard to get.

Catalogs Received

Oriental books. (No. 3.) Luzac & Co., 46 Great Russell St., W. C. 1, London, England.

Philosophie. (No. 577; Items 1078.) Karl W. Hiersemann, Königstrasse 29, Leipzig, Germany.

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McLaughlin, A. C. The Constitution, Courts and Parties. Univ. of Chi. Press. 1912.
Madison. The Federalist and Other Papers. 2 vols. Scribner or Putnam.
Osgood, Herbert. Vols. 1 & 2. The Amer. Colonies in the 17th Century. Macmillan. 1907.
Russell, Wm. Howard. My Diary. North & South. Vols. 1 & 2. 1863.
Tarbell. Tariff in Our Times. Macmillan. 1911.

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School and Society. May 29, 1926.
School Review. Oct., 1926.
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 Proceedings of the International Conference of Bituminous Coal. 1926. Carnegie Institute.

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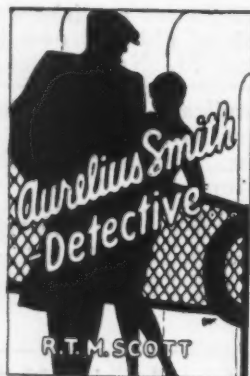
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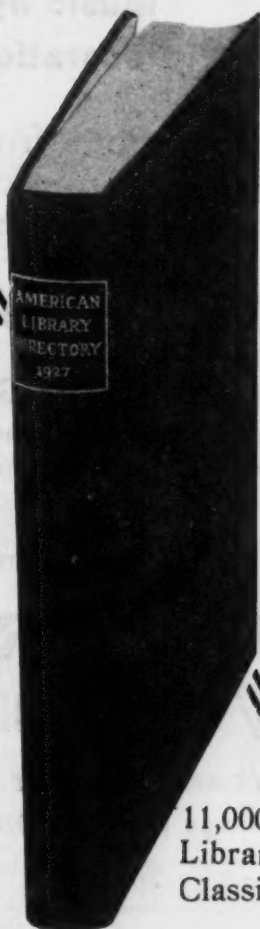
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